

Message Text

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63

ORIGIN SS-25

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SECDEF

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O R 052326Z AUG 75
FM SECSTATE WASHDC
TO AMEMBASSY AMMAN IMMEDIATE
INFO USCINCEUR

S E C R E T STATE 185233

EXDIS, MILITARY ADDEE HANDLE AS SPECAT EXCLUSIVE

E.O. 11652: GDS

TAGS: MASS, JO, US

SUBJECT:HUGHES AIR DEFENSE SEMINAR

REF: STATE 184176

1. WE NOW INFORMED BY HUGHES (BY MURRAY, DEPUTY TO TOD WHO IS OUT OF COUNTRY) THAT AFTER RECONSIDERATION BY MANAGEMENT THEY CONTINUE TO FEEL THEY SHOULD NOT PROVIDE AIR DEFENSE SEMINAR. THEY ARE INSTRUCTING DOSCH TO EXPLAIN REASONS TO YOU AS THEY HAVE EXPLAINED THEM TO US. THEY APPARENTLY FEEL THAT SEMINAR WOULD NOT BE VIABLE BUSINESS PROPOSITION; THEY WOULD NOT FEEL ABLE, FOR VARIOUS REASONS WHICH DOSCH WILL GO OVER IN MORE DETAIL, TO PURSUE AIR DEFENSE FIELD COMMERCIALLY WITH JORDAN. THEY STRESS THAT COMMERCIAL CONSIDERATIONS ARE OVERRIDING REASON FOR NOT FOLLOWING THROUGH ON SEMINAR. THEY UNDERSTAND PROBLEMS THEY ARE CAUSING AND REGRET THEM.

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2. WHEN IT APPEARED EVIDENT THEY WERE NOT GOING TO CHANGE

THEIR MINDS, WE SAID WE WANTED TO MINIMIZE DAMAGE AS MUCH AS POSSIBLE. TO REDUCE ANY SUPPOSITION ON JORDANIAN PART THAT DECISION SOMEHOW INDUCED BY USG AND SUBJECT TO YOUR VIEWS, WE WANTED HUGHES REPRESENTATIVE IN AMMAN TO BE THE ONE TO BREAK THE NEWS TO JORDANIANS AND TAKE AS MUCH HEAT

ON HIMSELF AS POSSIBLE. THEY SAID THEY WOULD INSTRUCT DOSCH IN THIS SENSE.

3. COMMENT: WE REGRET THAT THIS QUITE UNRELATED DEVELOPMENT HAS COME ALONG AT THIS TIME TO EXACERBATE AIR DEFENSE QUESTION FURTHER. WE HOPE IT CAN BE GOTTEN ACROSS TO JORDANIANS FOR WHAT IT APPARENTLY WAS: AN UNCLEARED INITIATIVE BY HUGHES FIELD REPRESENTATIVE WHICH WAS SHOT DOWN WHEN HIS HOME OFFICE THOUGHT ABOUT IT IN COMMERCIAL TERMS. KISSINGER

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NNN

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